

Message Text

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17

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E.O. 11652: N/A

TAGS: EFIN, WZ

SUBJECT: TINKABI TRACTOR PROJECT

REF: STATE 304460, MBABANE 0114

1. MR. GORDON GARIS, CHIEF EXECUTIVE OFFICER, RAYGO, INC., VISITED SWAZILAND FEBRUARY 9 THROUGH 11 TO (1) DISCUSS TINKABI TRACTOR PROJECT AND (2) INVESTIGAT POSSIBILITY OF ASSEMBLING HIS COMPANY'S PRODUCTS IN SWAZILAND FOR SA IN SOUTH AFRICA AND ELSEWHERE. DURING HIS VISIT,MR. GARIS MET WITH CHARGE; HENRY NATHAN, MANAGING DIRECTOR OF NIDCS; ALLEN CATTERICK, DEVELOPER OF THE TINKABI TRACTOR; AND VISITED TINKABI WORK SHOP AT MATSAPA. PRIOR TO HIS DEPARTURE, GARIS INFORMED CHARGE THAT HE DID NOT BELIEVE THERE WAS SUFFICIENT ENGINEERING EPUIMENT AND SKILLS IN SWAZILAND TO ASSEMBLE THE TYPE OF EARTH COMPACTING EQUIPMENT MANUFACTURED BY HIS COMPANY. ON TINKABI TRACTOR, GARIS WAS IMPRESSED WITH THE PRODUCT BUT CONCERNED OVER THE SPECIAL DIFFICULTIES IN DISTRIBUTING AND MARKETING SUCH A NEW ITEM. HE PROMISED TO CONSULT MARKETING EXECUTIVES IN HIS FIRM AND CONSULT FURTHER WITH NIDCS.
2. COMMENT: GARIS HAD A GOOD VISIT IN SWAZILAND, AND NATHAN AND CATTERICK APPARENTLY APPRECIATED OPPORTUNITY TO DISCUSS THEIR PROBLEMS WITH AN AMERICAN BUSINESSMAN WHO HAD HIMSELF FAKED AND

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OVERCOME SIMILAR PROBLEMS IN BUILDING HIS OWN COMPANY.
HOWEVER, GARIS LEFT IMPRESSION THAT RAYGO WAS NOT LIKELY
TO TAKE A DIRECT INTEREST IN THE TINKABI WITHOUT FIRST
UNDERTAKING IN DEPTH MARKET RESEARCH. LANE

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*** Current Classification *** UNCLASSIFIED

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